



AIM – Asian Infrastructure Matchmaker

during the 36th Annual Meeting of the Asian Development Bank

*May 19-23, 2003 Hyatt Regency Istanbul
Istanbul, Turkey*

**TAKE AIM. MEET LEADERS. SELL SOLUTIONS.
BUILD NEW INFRASTRUCTURE IN ASIA.**



Who Will Be There?

- **Forty or more U.S. non-financial firms** and their Asian affiliates will participate in pre-arranged, private meetings with key Asian official decision-makers at AIM. The U.S. Commercial Liaison Office for the Asian Development Bank will arrange appointments in advance at AIM for developers, suppliers and consultants; organize seminars and networking events at AIM; and give AIM participants the option of attending Asian Development Bank (ADB) Annual Meeting seminars and networking events.
- **Forty or more Asian local and central government officials** responsible for planning, designing, constructing, operating, maintaining, regulating, or financing public and private infrastructure projects in **Central Asia/New Independent States, South Asia, Southeast Asia and China**. Projects may be in the agriculture, education, energy, environment (including water/wastewater treatment), financial services, healthcare, housing, public administration, telecommunications, tourism and transportation sectors.

Why Should Your Firm Be There?

- **To participate in pre-arranged appointments** with key Asian official decision-makers at AIM to discuss ADB and non-ADB business opportunities, especially how your firm can help those officials develop new public and private infrastructure projects and use U.S. Government and ADB assistance.
- **To position your firm for procurements** which will follow the development of new public and private Asian infrastructure projects supported by ADB. In 2001 U.S. firms won **\$309 million** in consulting and supply contracts out of **\$2.7 billion** in ADB-supported government procurement.
- **To network with international leaders** in business, finance, and government at AIM and the ADB Annual Meeting.

How Can Your Firm Register?

- **Register for AIM by April 21, 2003** or earlier by completing the enclosed registration form and sending it to Ms. Molly Costa, Manager, Matchmaker Program, U.S. Department of Commerce, Room 1012 HCHB, 14th & Constitution Avenue, N.W., Washington, D.C. 20230, Telephone: (1-202) 482-0692, Fax: (1-202) 482-0178, E-mail: <molly.costa@mail.doc.gov>.
- The AIM registration fee for each U.S. non-financial firm is **US\$ 2,900**. Most (80%) of the AIM registration fees pay for the travel to Istanbul of Asian local and central government officials with non-financial responsibilities who would otherwise be unable to meet U.S. firms at AIM or have the option of attending the ADB Annual Meeting.



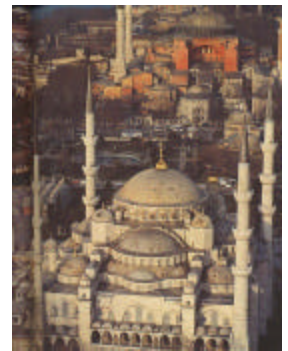
A View of the Bosphorus

- **No walk-in registrations** will be allowed at AIM, which is not open to the public.
- **All AIM registrants must bear their own lodging, travel and incidental expenses.** All AIM registrants are responsible for their own use of the Hyatt Regency Istanbul business center, including document reproduction, printing of business cards, computer rental, office supplies, courier services and interpreter/translation services.
- ADB professional staff and ADB-accredited officials, financial, academic and media participants in the ADB Annual Meeting may also participate in AIM.

Read What U.S. Businesses Thought of Last Year's Event:

- Last May in Shanghai at an ADB Annual Meeting matchmaker focused on China, 47 U.S. firms discussed \$874 million in new, potential U.S. exports. This year's event is pan-Asian in scope, including China.
- Can you afford to miss out on this opportunity to position your firm to create and win new Asian infrastructure market share?

\$3.8 billion in new Chinese energy, environment and transport infrastructure projects, including an estimated \$874 million in potential U.S. exports, were discussed at the last ADB Annual Meeting in Shanghai in May 2002. Forty-seven U.S. firms (one-third of whom were small and medium size businesses) had 187 pre-arranged meetings with eleven Chinese firms and with Chinese officials from 21 cities and provinces as well as 7 central government agencies.



The Blue Mosque, Istanbul



Turkish Tile Panel

"This was an excellent event! Guests' discussions and presentations organized around the ADB Annual Meeting served as a catalyst to bring U.S. businesses and consultants together with Chinese officials and decision-makers from around the region. I sincerely hope that this event will be organized every year and I would be pleased to attend. The organizers did an excellent job. Such an event is invaluable to U.S. businesses and exporters."

(San Francisco, California telecommunications and transportation firm)

"Very worthwhile, good new contacts...Great organization! Three serious leads and a breakthrough for our approach to provinces."

(Schaumburg, Illinois telecommunications firm)

"This is an excellent opportunity to network with potential clients and U.S. companies."

(Washington, D.C. transportation firm)

"The meetings provided an exceptional opportunity for California and other U.S. small business enterprises to penetrate China's emerging international marketplace."

(San Francisco, CA transportation firm)

"Staff organization was very helpful in setting the one-on-one meetings. Our company made numerous contacts with financial decision-makers." *(Tustin, CA environmental firm)*

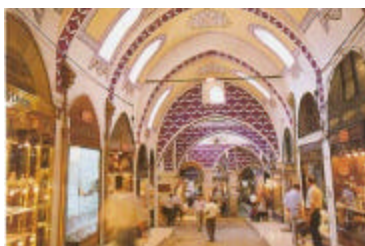
"We found this event to be very beneficial for identifying new potential provincial governments to work with." *(Honolulu, Hawaii environmental firm)*

In May 2002 U.S. firms met with Chinese officials from these localities:

Anhui	Fujian	Guangxi	Hebei	Henan	Inner Mongolia	Jilin	Shaanxi	Shanghai	Sichuan	Yunnan
Chongqing	Gansu	Guizhou	Heilongjiang	Hunan	Jiangxi	Liaoning	Shandong	Shanxi	Xinjiang	

In Shanghai U.S. firms also met with these Chinese central government entities:

Ministry of Agriculture	State Council Office of the Leading Group for Western Regional Development	State Development Planning Commission:
Ministry of Communications: Transport Planning and Research Institute	State Development Planning Commission: Energy Research Institute	Comprehensive Transportation Institute
Ministry of Railways		State Economic and Trade Commission
Ministry of Water Resources		State Environmental Protection Administration
		State Power Company



The Covered Bazaar, Istanbul



Turkish Carpets



A View of Istanbul